GRUMMAN plane news

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Ahead of schedule. The first of three TC-4C aircraft—the converted Gulfstream I planes used as A-6A trainers — has been modified to the A-6E configuration and was accepted by the Navy on August 17, 14 days ahead of schedule. For story see page 9. (Photos by Bob Settles)

Grumman, Beech discussing merger possibility

On July 31, Clint Towl, Chairman of the Board of Grumman Corporation, and Mrs. Olive Ann Beech, Chairman of the Board of Beech Aircraft Corporation, jointly announced that negotiations had begun toward the possibility of merging the two corporations. Detailed terms of the merger have yet to be worked out, but it was announced that Beech stockholders would be offered an issue of Grumman convertible preferred stock in exchange for their Beech common stock. Also involved in the negotiations, besides Towl and Mrs. Beech, are Frank Hedrick, President of Beech, and Jack Bierwirth, President of Grumman Corporation.

The announcement was made in compliance with the rules of the Security Exchange Commission and other financial and government agencies which require that any time two companies discuss an association, merger or acquisition, the public must be notified in advance of the intention.

Among the objectives of such a combination or merger of Grumman and Beech would be: improved future growth in aviation product line; improved marketing of current products; improved marketing and penetration with new products; and broadening the capability, technically and financially, for research and development efforts on new or improved products. Improvement in these areas, naturally, could have a beneficial long-term effect on sales and earnings.

Since its inception, Grumman has put heavy emphasis on designing and building military aircraft — primarily for the Navy—although in the past 10 years it has put increased emphasis on diversifying into other areas. Beech is primarily a designer and builder of propeller driven aircraft, sold chiefly for corporate and private use.

A merger of Beech and Grumman could provide further opportunities of diversification for both groups of stockholders, it is felt, since the commercial aircraft product lines of the two corporations would mainly complement each other.

Beech's product line includes 16 types of commercial aircraft, among them the Sport, Sundowner, Baron, Bonanza, King Air, and Beechcraft

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Time out. **Bob Stalter (L) and Willie Macklin (2nd L), Grumman Field Service representatives, take time out from a debriefing session with Nick Scobbo, director of Field Services, and Dan Collins, deputy director for A-6 Development, for Plane News photographer Marie Trimborn. The two reps were back at Bethpage for a brief visit after serving with a Marine A-6 squadron in Southeast Asia.**

Visiting Field Service Rep Discusses Southeast Asia

Only three days after he completed 24 years with the Navy, Willie Macklin joined Grumman because he wasn't quite ready to settle into the "easy life." That was in 1967 and since then Macklin's life has been anything but sedate. Reason: although he began in the E-2A program in Plant 30, for the past 30 months alone he has been in Japan and Thailand as a logistic service representative in Field Service attached to the 1st Marine Air Wing.

On a recent visit to Bethpage for an updating of the A-6 and the EA-6A projects with Nick Scobbo, director of Field Service, Macklin took time out to visit the Plane News office.

Six years with Grumman

In his relaxed manner, Macklin traced his route with Grumman over the past six years. Following a three-month stay in Plant 30, he was transferred to Patuxent River, Md., with the F-111B program for a short term. He returned to Bethpage with the space program in January, 1971, and one month later moved to DaNang. Within five months, he was off to Iwakuni, Japan. In June, 1972, he was sent on temporary duty with the Marines to Thailand where he has remained ever since with Marine Air Group (MAG) 15, attached to VAM-533, a Marine A-6 attack squadron.

Macklin, being a Navy man, is no stranger to the world, particularly in the Nam Phong area. "There's nothing that goes on in the Province that we—the six-man Grumman Field Service unit headed by Charlie Tsukamoto—don't know about," he says. Moreover, Macklin voiced no complaints about the living accommodations. "When we were in DaNang we lived on the base," he points out. "In the Philippines we lived in Grumman houses that weren't bad at all. Now, in the 'Rose Garden', we live in the Kosa Hotel, 35 miles from the base, which has both hot and cold water, and," he grins, "is very nice."

During the course of these eventful excursions, Macklin has maintained a steady professional concern for managing all supplies and parts for the various Grumman aircraft. In VAM-533 there are 12 A-6A aircraft which Macklin says, "keep us quite busy and on call at all times." Macklin's involvement with logistics is an extension of the training he received when he attended the Navy's supply, submarine and patrolman schools.

Houston-born

Macklin is the son of a railroad engineer and has been accustomed to the excitement of traveling since he was a youngster. He was born in Houston, Tex., then moved with his family to Berkeley, Calif., where he completed school. During a nine-year stay in Japan, just after World War II, he met and married his wife, Mariko. They have four girls and two boys and make their home in Huntington, N. Y.

Jean Esquerre Appointed to GAC Board

Jean Esquerre, who since 1969 has served as assistant to the president of Grumman Aerospace and as co-director of the company's Opportunity Development Dept., has been appointed to the Board of Directors of Grumman Aerospace, the subsidiary's president and chairman of the board Joe Gavin announced.

Esquerre has been involved for several years in Grumman's equal employment opportunities and affirmative action programs for minority groups. He brings his expertise to the Board's growing cognizance of the importance these programs have in the development of its long-term policies and planning.

Served in Army AF

During World War II, Esquerre served in the Army Air Force as a radio operator-gunner. In the late 1940s and early 1950s he studied mechanical engineering at the College of the City of New York and industrial management at New York University. From 1953 to 1963, he worked at Republic Aviation Corporation as a design engineer on space engines, fluid systems, missiles, and supersonic aircraft rocket engines.

In August, 1963, Esquerre joined Grumman as a fluid systems engineer and in 1966 became a test director of Lunar Module No. 4. In 1968, he was promoted to engineering supervisor of rocket engine systems on the LM program. During the first half of 1969, he was assigned as a price analyst in the subcontracting negotiating group.

Community leader

Esquerre is a member of the Society of Automotive Engineers and the Alpha Phi Alpha social fraternity. He is president of the Board of the Huntington Station Youth Development Association; labor and industry chairman of the Huntington Branch of the National Association for the Advancement of Colored People; a vice chairman of the Huntington Nathan Hale District Boy Scouts of America; a member of the Huntington Freedom Center; chairman of the Huntington Chamber of Commerce Subcommittee for the Feasibility of MESBIC (Minority Enterprise Small Business Investment Corporation); and a former member of the Huntington Planned Unit Development Task Force and the Huntington Citizen Advisory Committee on Capital Budget. He is a former member of the Varsity Club and Boxing Alumni Club of the College of the City of New York, and is presently a member of the Long Island Section of the New York State Karate Association and the Japan Karate Association.

Jean Esquerre

Greenlawn resident

Esquerre was born in Yonkers, N.Y. He and his wife, the former Maria Elisabet Edman, live in Greenlawn, N. Y., with their two children, Johanna Maria and Malin Elisabet.

Dahlia Show Planned Sept. 5

The 1973 Dahlia Show will be held on Sept. 5 in the Plant 35 cafeteria. Show entries will be accepted from 7 to 8:30 a.m.

Any garden flowers in bloom may be entered in one of the following classes: dahlia (single specimen, disbudded, with foliage, stem length proportional to size of flower); dahlia (miniature and/or pom pom with foliage); dahlia assortment (five or more specimen blooms, any color with foliage); seasonal assortment (five or more specimen, glads, zinnia or anything in bloom); seasonal material (one single specimen); arrangements (novice).

The other classes are: fruits (such as one melon, three apples, three pears or one bunch of grapes, three peaches, three plums, etc.); and vegetables (such as 10 string beans, 10 lima beans, five carrots, five beets, three onions, three tomatoes, three peppers, three cukes, one pumpkin, one egg plant, one squash, etc.)

Vegetable class entrants are requested to bring a paper plate to display their products. All material used must be on the N.Y.S. Conservation List.

For further information, contact Roy Goddard, extension 7850; Dot Kappenberg, 2114; or Gus Preiser, 2886.

Shah of Iran praises F-14 performance

On July 26, the *Washington Star* reported that the Shah of Iran, who was then visiting the U.S., had told American officials he wanted to buy either the F-14 or F-15—or some of both. The *New York Daily News* said the Shah is "definitely interested" in the F-14. *Newsday* reported that the Shah told President Nixon he wanted to create an atmosphere of stability in the Middle East and to do that, he said, "We have got to be strong." And the *New York Times* reported that a State Department official said: "The Shah wants the best and he gets the best."

Not surprisingly, all the newspapers carried coverage of the Shah's visit. While the Iranian ruler's main purpose was to discuss his country's various development programs, the things that got the most publicity were the armament discussions, a rather spectacular air show and the Shah's own highly positive impression of the F-14's performance.

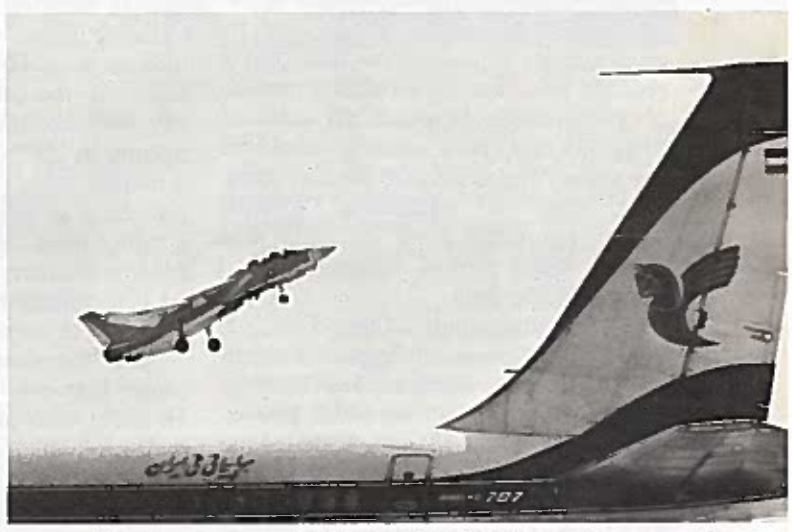
"I don't remember his exact words but essentially the Shah said he thought the F-14 demonstration was the most impressive display of a fighter aircraft he had ever seen," said Don Evans, Grumman test pilot who flew the F-14 in a demonstration at Andrews Air Force Base outside Washington, D.C., and who later spoke with the Shah. "He added that the only aircraft he had ever seen put through that type of maneuver had been single engine airplanes designed specifically for acrobatics."

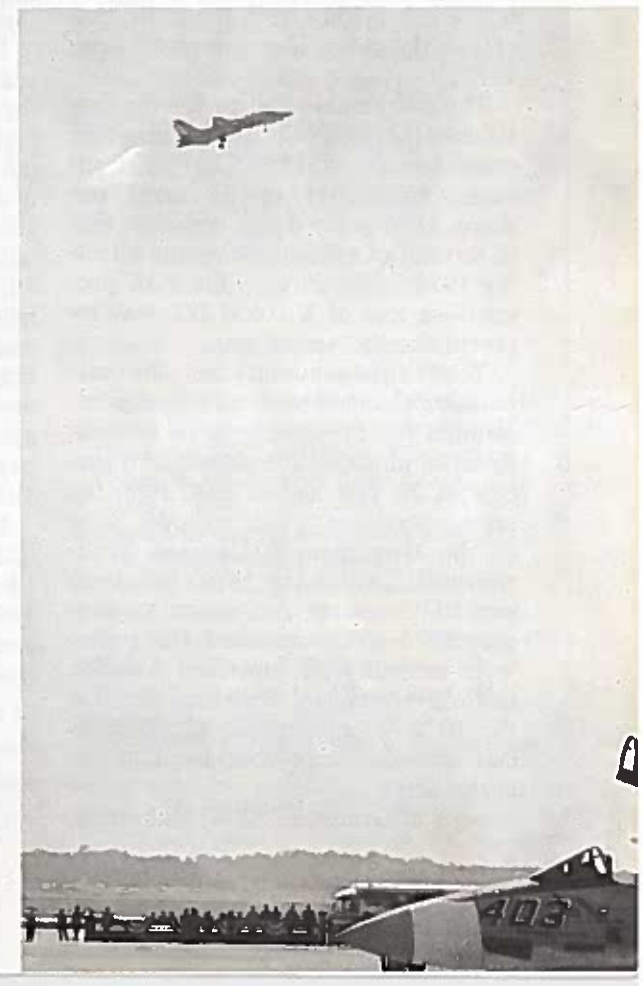
Evans put the F-14 through some of its most impressive paces. He kept the plane within 3,000 feet of the reviewing stand at all times so it would remain visible to the viewers. Among his maneuvers were an Immelman loop; a knife-edge pass with the plane in a 90-degree bank; a sustained 7½ G, 360 degree pivot turn around at 400 knots; a low-speed pass at 95 knots; a touch-and-go (i.e., stop then resume speed) at 100 knots, with a vertical climb to 1,000 feet; and a landing with less than 2,000 feet of ground roll.

"We were not only able to impress the Shah with the F-14's capabilities," Evans adds, "but a lot of other people as well, including some upper echelon Air Force people."

Negotiations for the purchase of a number of F-14s by the Iranian government are still in progress and may remain so for some time. The negotiations for the sale will actually be handled between the U.S. and Iranian governments.

As far as the aerial exhibition was concerned, though, it was a total success. In a congratulatory telegram, Admiral E. R. Zumwalt, Chief of Naval Operations, said: "The F-14 flight and ground demonstrations at Andrews AFB on 26 July 1973 for the Shah of Iran were an unqualified success and a source of great pride to me. The Secretary of the Navy and I extend heartiest congratulations to Mr. Don Evans and Mr. Dennis Romano from the Grumman Aerospace Corporation for an outstanding flight demonstration. In addition to the Navy's project manager, Radm. Snead, Cdr. James Taylor and Lt. Kurt Strauss from our operational F-14 squadron at Miramar, I hasten to add sincere appreciation and congratulations to all ground and support personnel from the Grumman Aerospace Corporation and our Navy team who took part in these demonstrations. All who participated in this important event can take great pride in the thorough and professional manner in which it was executed. Well done."





Grumman and Beech talk merger

(Continued from page 1)

Hawker jet, which would fit nicely into a combined product line that would range from Grumman American's two-place TR-2 and agricultural biplane, the Ag-Cat, to its twin-jet corporate aircraft, the Gulfstream II.

In addition, Beech offers experience and product lines in target drones and cryogenic tanking, while Grumman would bring to the proposed merger extensive experience and product lines in other military and aerospace products, recreational vehicles and services, pollution control systems, data systems services and products, and health systems.

Beech, which had total sales of $174.5 million in 1972, expects to exceed $200 million in 1973—and its third-quarter report makes that goal a realistic one. For the first nine months of 1973, Beech reported net sales of $151,073,908, with earnings of $1.58 per share. The combined Beech-Grumman sales of commercial aircraft would approach $300 in 1973 and would offer strong competition to Cessna in the field.

Earlier this month, Clint Towl reported that Grumman Corporation had sales and other income of $439,980,415 for the first half of 1973. Net income for the six months ended June 30 totaled $16,017,229 or $2.36 per share. Of that income, $7,529,336 or $1.11 per share represented the federal tax benefit arising from the utilization of net operating loss carryover from 1972.

The comparable figures for the first six months of 1972 were: sales and other income, $317,973,057; net income, $5,716,031 or 84 cents per share. Towl pointed out, however, that as a result of subsequent events affecting 1972—primarily on the F-14 program—a loss of $70,026,223 was reported for the entire year.

Towl also reported that the corporation's commercial subsidiaries accounted for 31 percent of its consolidated earnings, as compared to 20 percent in the first half of 1972 from the same operations. (This includes sales of the Grumman Ag-Cat and Gulfstream II, which, in 1972, had been part of Grumman Aerospace. In January 1973, these commercial activities were merged with American Aviation to form Grumman American. But for the 1972-73 comparison, all commercial activities were considered in the evaluation.)

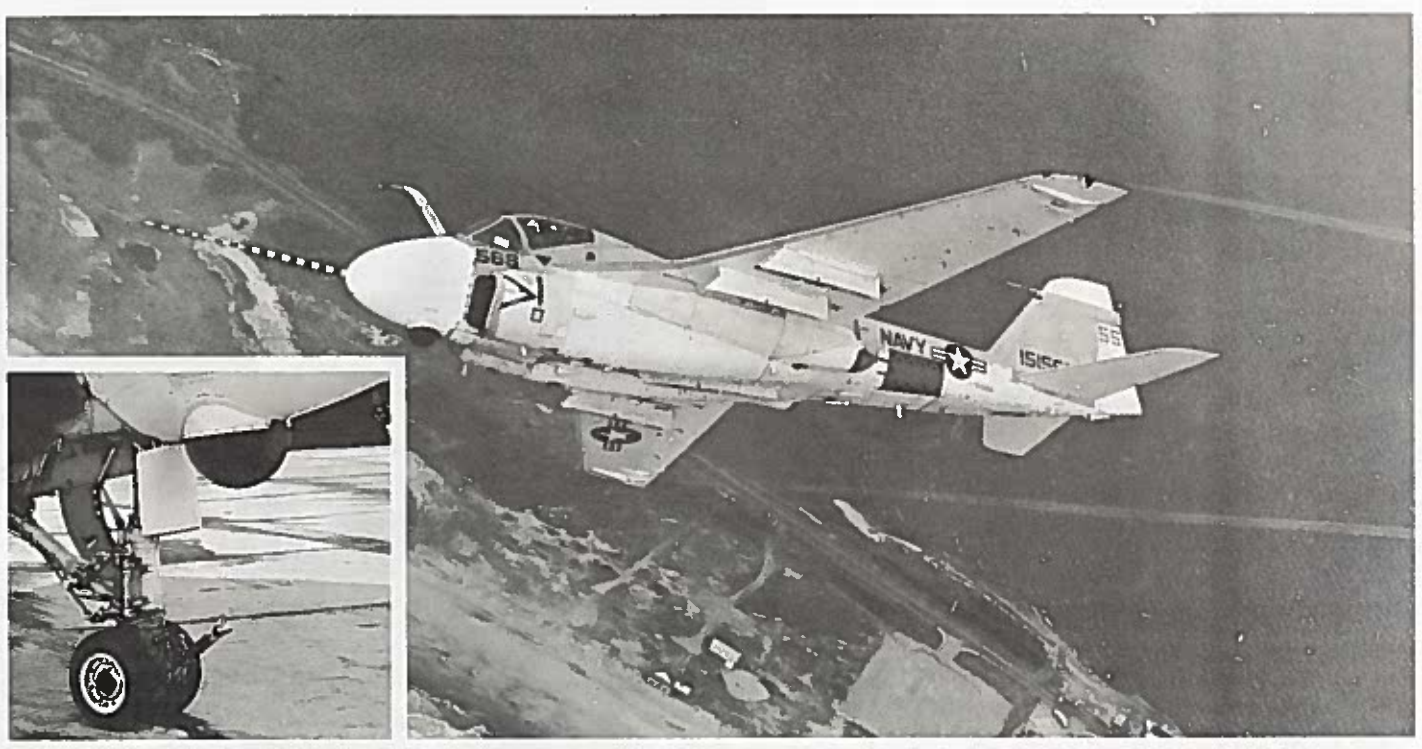
Sales of Grumman Allied Industries, principally of boats, yachts, and truck bodies, increased by 32 percent over 1972 sales for the same period. Sales of Grumman American showed a significant increase in sales of 27 percent over comparable sales of these products in the first half of 1972.

Beech sales, which had been hard hit—as were Grumman Gulfstream II sales—in the business slump of 1969-71, are rebounding with the general upturn in the economic situation, but a merger with Grumman, with the opportunity of further diversification of product lines, could offer Beech stockholders further protection against the cyclical effects of the economic situation on the commercial market.

And for Grumman, filling in the range between TR-2 and Gulfstream II could also provide a more diversified product line in the commercial field, and with Beech's proven sales and earnings capability, provide greater assurance of dividends to Grumman Corporation shareholders, too.

Recently, directors of the Beech Aircraft Corporation approved payment of the company's 100th consecutive cash dividend. Grumman Corporation has not paid any dividends since the first quarter of 1972, a situation which was affected by F-14 contract difficulties with the Navy. However, Jack Bierwirth indicated at the annual shareholders meeting in May that it may be possible — should Grumman Corporation be able to return to profitable operations following the F-14 contract agreement with the Navy—to resume payment of dividends some time in 1973.

Beech, which has corporate headquarters in Wichita, Kan., was founded by the late Walter H. Beech in 1932. Beech has six plants in Kansas and Colorado and employs about 6,400 people. Besides its wide range of commercial aircraft, Beech also produces aerospace systems and hardware and does subcontracting on manufacturing items for other aerospace firms.



20-inch diameter TRAM is major A-6E milestone

While the addition beneath the nose of the newest version of the A-6E may be small in size, it actually represents a major milestone in the Intruder program. Called the A-6E TRAM (Target Recognition Attack Multisensor), the 450-pound, nose-mounted device contains electro optical equipment which enables weapons system officers to detect, identify and attack targets with laser-guided weapons and bombs.

All told, the TRAM system represents the next logical step in the continuing development of the A-6 Intruder as a multifaceted attack aircraft for the Navy and the Marines.

Already off the drawing board, the TRAM nose configuration successfully completed the Navy's flying quality evaluation last March and the first system flight test is scheduled for next March. This development program, now under way at both Calverton and Bethpage, is valued at some $22 million. The total program value is estimated to be in the $200 million range including production, retrofit and support elements. A new 10,000-square-foot building is being erected adjacent to the avionics service building at Calverton for the projected personnel; delivery of the first pilot production aircraft is expected to be in January, 1975.

In addition to the A-6E's present capabilities, the TRAM offers a number of significant advantages:

- A passive infrared receiver (FLIR) for target detection and identification;
- A laser target designator and receiver (LRD) for self-contained laser-guided weapon delivery.
- A laser search receiver (FAC) for locating targets illuminated by lasers other than those on the aircraft.

Physically, the electro optical equipment with its 20-inch diameter radome is housed in a four-gimbal hemispheric turret which extends 10 inches below the plane's search radar radome. The equipment is boresighted and mounted in a space-stabilized platform (TSP) for accurate tracking of targets.

TRAM is fully integrated with the present A-6E weapons system and provides computer-aided target tracking with manual updates. Hughes Aircraft is the supplier of the electro optical components.

TRAM also enables the Intruder's weapons system officer to accomplish target acquisitions at relatively long ranges. Separate indicators for both the radar and the FLIR permit target tracking on the radar until the FLIR image is readily recognizable, then the WSO has almost instantaneous transition from radar to FLIR sensor tracking.

"The operator actually sees a 'real world' picture approximately ten times as good as he would with the unaided eye in clear daylight," says Dan Collins, deputy director of A-6 programs for development. "Infrared sensors are not influenced by day or night constraints, either. The center of the FLIR display contains a reticle which represents the center of the FLIR sensor which is in turn mechanically boresighted to the center of the laser target designator. As the operator tracks the target with the FLIR, the laser beam automatically points at the same position. Therefore, by gimballing the turret housing, this equipment provides full, lower hemisphere coverage allowing laser illuminations of the target until weapon impact. At the same time, while all this is going on, the pilot is still free to perform evasive maneuvers."

V. C. Scott | C. D. Howard | J. P. Kelly | J. W. Coursen | B. Cairo | H. J. De Meo | G. E. Wasenius | E. E. Howland | C. W. Cornell

F. J. Kolb | W. I. Raynor Jr. | E. A. Sautkulis | A. J. Renna Sr. | D. E. Waite | G. D. Ryan | H. J. Raeth Jr.

A. T. Seibert | M. MacNairney | J. R. Hines | S. C. Weihs | J. G. Walsh | S. Kiss Jr. | W. F. Schlosser | R. W. Howell Jr. | B. K. Smith

service milestones

40

Joseph Probst, Struct. Design (2)

35

Fred A. Zarodkiewicz, Controls (2)
Herman F. Evert, Jr., Controls (2)
Louis D. Spina, Wing Inner-Panel (2)
Harold R. Faust, Methods Engg. (2)
Michael Curcio, Mech. Inspect. (2)
William G. Katona, Calv. Engg. (7)

30

Joseph F. Viox, Prototype (1)
Edward Sturiale, Sub. Assemb. (1)
Henry Baron, Elect. Fab. (1)
Norman M. Maier, Drafting (1)
James M. Yeager, Router/Shear (2)
Herbert Mendelsohn, Press (2)
Joseph W. Sealey, Alodine (2)
Alfred W. Stevens Jr., Prototype (2)
John R. Mollico, Prod. Ctl. (2)
Francis J. Realy, Maintenance (2)
Philip Benardello, Final Assemb. (3)
William Woltmann, Mech. Inspect. (3)
Joseph E. Larney, Meth. Elect. Tech. GSE (5)
Robert W. Knappe, Metal/Weld. Engg. (12)
Sara T. Ware, P/S Tech. Serv. (25)
James Jack, Prod. Plt. Mgmt. (27)
Walter J. Kucera, Environ. Ctl.-Test (31)
Frederick P. Goetze, Center Sect. Major (36)
Claude V. Edwards, Final Assemb. Struct. (36)
Walter Mattson, P/S Field Service (90)

25

Victor C. Scott, Fuselage Joining (1)
Charles D. Howard, Sub.-Assemb. (1)
Kenneth G. Van Cott, Sub.-Assemb. (1)
James P. Kelly, Tech. Directive (1)
John W. Coursen, F-14 Program Mgmt. (1)
Leroy E. Budd, Sm. Parts Fab. (2)
Benjamin Cairo, Steel Parts Assemb. (2)
Harry J. DeMeo, Prod. Ctl. (2)
Adolph W. Von Bartheld, Jigs & Fixtures (2)
Gordon E. Wasenius, Machine Shop (2)
Elmer E. Howland, Templates (2)
Vincent A. Schneider, Jigs Details (2)
Charles W. Cornell, Dispatching (2)
Fred J. Kolb, Assemb. Tool (2)
William I. Raynor, Jr., Out-of-Prod. Spares (4)
Edward A. Sautkulis, Avionics (5)
Edward J. Richardson, Space Mgmt. (5)
Robert G. Fogle, Maintenance (5)
Anthony J. Renna Sr., Aero Test (5)
David E. Waite, Aero Test (5)
Gerald D. Ryan, Ops Analysis (5)
Herbert J. Raeth Jr., Warehouse (6)
David L. Stone, Mech. Inspect. (6)
Andrew T. Seibert, Maintenance (12)
Martin Mac Nairney, Transportation (20)
John R. Hines, Config./Data Mgmt. (25)
Sidney C. Weihs, Steel Parts Assemb. (27)
Arthur P. Boalick, Field Base Adm. (28)
Joseph G. Walsh, Pt./Prog. Engg. (30)
Stephen Kiss Jr., Sect. Adm. (35)
Wilbur F. Schlosser, Q.C. Suppl. Ctl. (35)
Russell W. Howell, Jr., Final Assemb. (36)
Bergen K. Smith, Plant Stores (36)
Leonard J. Galupo, Field Service (90)

20

Marvin Greenberg, Mach. Serv. (1)
George A. Beattie, F-14 Mfg. (1)
Angelo J. Caratozzolo, Engg. Specs. (1)
Stanley Warren, Parts Paint (2)
Louis Muller, Clean & Descaling (2)
John F. Ewald, Plant Stores (2)
Emil T. Samuels Jr., Form Block (2)
Salvatore G. Rizzo, Q.C. Engg. (2)
Emil Calabria, Conv. Machines (3)
Russell E. Player, Conv. Machines (3)
Junious L. Barbour, Jr., Honeycomb (3)
William H. Foshay, Wing Final (3)
Henry A. Farrar, Asseb. Tool (3)
Ernest F. Berard, Assemb. Tool (3)
Anthony F. Ingoglia, Veh. Prod. Engg. (3)
Arnold J. Cramer, Electronic Test (4)
Harry W. Schmidt, Grnd. Test Inst. (5)
Robert Beltrami, Avionics Install. (6)
Carl F. Winterstein, Veh. Prod. Suppl. (6)
Carmine L. Monaco, Insp. Tool. (6)
John A. Kelly, Flt. Avionics (7)
Walter Schemel, Plant Protection (18)
Henry J. Tremblay, Rec.-Inspect. (24)
John Tashie, Specifications (25)
William E. Waters, Repair Contl. (30)
Margaret Schlitz, Cashier's Office (30)
William H. Howard, Electro-Optical Design (34)
Levi E. Bloxsom, Avionics Install. (36)
Gordon S. Andersen, Machine Shop (58)
Vito Farinola, Offsite Support (75)

15

Peter J. Fugaro, Struct. Design (1)
Herman J. Hoil, Crew Systems (1)
Thomas S. Ervolina, Rocket Propulsion (1)
Arthur J. Burk, Antennas & Radomes (1)
Donald M. Webber, Release & Control (1)
Robert H. Mierzejewski, Parts Control (2)
Daniel J. Gray, Machine Shop (2)
Richard O. Barton, Special Tools-Meth. (2)
Louis Berlinquette, Drafting (2)
William J. O'Connell Jr., Chem. Mill (3)
Albert Martinez, Parts Control (3)
Arnold H. Pinker, Final Assemb. Struct. (4)
Donald J. Casey, P/S Elect. Engg. (4)
Henry B. Sheridan Jr., Wood Shop (5)
Robert McKeever, Elect. Fab. (5)
Thomas H. Rothwell, P/S Future Business (5)

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the grumman secretary: gal

Back in the days of old—it was the secretary's job to perform every type of clerical function for the office. Clad in long skirts and tailored blouses, the secretary slammed away at the old Underwood manual typewriter, ran off mimeograph office copies, and used quantities of blue smudged carbon papers. In those days there was no such thing as air conditioning: the office was stuffy and hot in the summer, and cold—and stuffy—in winter.

Following World War II there was technical revolution in the office. Speedy electric typewriters entered the scene, duplicating machines supplied neat copies at a fraction of the time, and then—new computers could gobble up tons of paperwork drudgery in seconds.

And what has become of the secretary?

For practically every program and department in Grumman, there is a "unique" secretary in charge of the office. She may be found outside her boss's office, or in the midst of 100 desks and drafting boards. While her job title could be group secretary, secretary, administrative secretary, executive secretary, or secretary to a corporate officer, the actual job might entail being the boss's right hand "man", file clerk, mother-hen, mailman, typist, "go-for", office supervisor, telephone operator, coffee-maker, assistant, stenographer or researcher.

While no two secretarial jobs in Grumman are exactly alike, the women who fill these positions are sometimes poles apart, too. Aside from physical traits, she may be: hard-driving, easy-going, motherly, career-oriented, working-mother-of-five, business school graduate, independent, insecure, youthful, experienced, ambitious, content, lazy, excitable, stone-faced, giddy, witty, grouchy, efficient and, sometimes, inefficient. Grumman secretaries are quite a diverse group—and their opinions of the secretarial field at Grumman are just as diverse.

The role of a Grumman secretary, whether she works for 100 engineers or for a vice-president, is one of hidden power — a significant gear in the Grumman machinery. For instance, almost all communications pass through the hands of the Grumman secretary, from telephone messages to interoffice memos to regular mail. *"Grumman secretaries are a vital organ of the corporation,"* says one woman, *"but I fear we are often underestimated."*

Are secretaries underestimated? *"It is an individual matter; some of us are under-rated . . . but then again some of us are over-rated."*

What does a secretary actually do at Grumman?

A great deal of any Grumman secretary's day is spent in battle with that menacing plastic box with a heart of coiled steel: the telephone. The office phone, if not handled with strategy, can take a large chunk out of the day.

Several secretaries have been scoring victories by using "telephone psychology." Some women for instance, have found it wise to screen their boss's calls. Even if she uses supreme tact and politeness, some women say, the party at the other end can cause havoc.

"My boss had quite a busy day with several deadlines to meet and had asked that no one interrupt him. This fellow on the phone refused to leave a message, he had to talk to . . . now. I asked if it was important and if maybe I could help. He replied, 'You! You're only his secretary.' And what

Photos by Dick Waldmann

friday or go-for'?

was so urgent that he had to talk to the boss? All he wanted to know was the time of the next department meeting!"

Another incident in the battle with the phones happened when a secretary's boss was out of the office and the party wanted to leave a message, which was "Tell him Tom, that's T-o-m . . . " That didn't exactly boost the secretary's ego.

"I think a secretary must have a good telephone personality . . . it is beneficial to your boss to be pleasing and courteous over the phone to all persons. You shouldn't be all smiles though, it may come across too as being artificial . . . just be yourself."

Many secretaries have found that dialing all outgoing phone calls for the boss is a timesaver. *"I can keep a rather orderly up-to-date phone listing, and it saves him the time and aggravation of getting the WATS-line or dialing and getting a busy signal."*

Where would a secretary be without her trustworthy typewriter? Every secretary types—some a little better than others, some specialize in statistical typing, others in correspondence, others in procedures and reports. *"Speed and accuracy are the marks of a top secretary."*

The major task of a group secretary is churning out reports and procedures. *"When I started with the company as a group secretary, I could type 45 wpm . . . I slowed down quite a bit until I could handle the hordes of graphs and statistics . . . Now I can type numbers faster than letters . . . about 60 numbers a minute."*

When a secretary is new on the job her typing speed usually suffers from learning new formats and technical terms, but *"within a few months you can whip through procedures at ten times your starting rate."*

Some secretaries find typing to be a relaxing part of their daily routine, and it can also be a great help to the boss if a woman remembers what she has typed. *"I may not grasp some technical terms but I can recall the essence of the report or memo and later refer my boss to the report for reference."*

Modern conveniences, such as correction fluid and type-over tape, might well be both a timesaver and lifesaver for today's office woman. *"A badly patched 10-page memo can be reproduced into perfect copies."* These items are the biggest timesavers for the secretary and her boss. *"They enable you to make last minute corrections and alterations without starting over from scratch."*

Stenography is a must for a Grumman secretary who wants to move up the secretarial ladder. But a great many secretaries have taken steno refresher courses only to find out they don't use it in their present jobs.

The reason is, perhaps, understandable in a technically-oriented company like Grumman. *"Most engineers can't think unless they have a pencil and graph paper in front of them"* says one women, but another says that's only steroetyping engineers. *"My boss gives me nothing but shorthand, not even any rough drafts."*

The most important attribute a Grumman secretary must have—along with the secretarial skills—is that of being supreme in her relations with people. *"Her contact with people, whether over the phone or on a person-to-person basis makes her a top, mediocre or low-rated secretary. People should never get the feeling they're imposing on a good secretary, even when she's busy."*

In the secretarial field at Grumman there are many who can take dictation at 100 wpm or bang off typed copy at 65 wpm, *"but most people remember a woman by her friendliness, willingness to help and her disposition."*

When she is not answering the phone or batting away at her electric typewriter, a Grumman secretary fills in her spare time by being a filing wizard, keeping track of mail routing, stocking up on office supplies, handling visitors . . . even being an information specialist on everything from the proper usage of Grumman forms to securing information on Grumman insurance, just to name a few.

Time away from her desk may involve being a "go-fer" (go for this, go for that, etc.), a job some women totally enjoy and others greatly detest. *"When I 'go for' something for my boss I love it. It gives me a chance to break away from my daily routine at my desk and visit other areas pertaining to my department . . . it's a little freedom."*

So, if your secretary is not always in sight, it does not necessarily mean *"she's in the ladies room . . . again . . . powdering her nose."* There is a lot of leg work involved in the job. *"If I had an odometer, I could easily rack up a few miles with my travels to the mail room, Xerox machines and coffee machines."*

Many secretaries feel that the way they are asked to do something matters a great deal. Prefacing requests with "would you mind" and the "do you have a minute to" often gets faster results than a straight "do this". *"My bosses are busy men with an enormous amount of responsibilities. I do them little favors because I want to . . . I don't do little errands because I have to."*

Occasionally some secretaries put their foot down to certain chores. Can you blame them? *"I think it's ridiculous to run over to Bethpage State Park on my lunch hour to pay his green's fees so he can tee off promptly at 4:30."*

For the career-oriented Grumman secretary, there are various career paths that have recently been opened. Tech Ops and the Personnel Department, for example, have set up a career developmnet program. A woman in the company today has the opportunity to advance up a secretarial ladder which coincides with various levels of management. In Tech Ops, the women in the Secretarial Services Department, headed by Edith Thumer, which covers approximately half of the 600-woman secretarial workforce, have the option of advancing in the secretatial field, entering into the planning and resource areas, or into the administrative field, provided she has the necessary prerequisite. For other secretaries, there are always the Job Opportunity Boards. Moreover, an excellent time to express desires for advancement to higher levels is during personal appraisal with your boss.

Do Grumman secretaries want to advance? Or take on responsibility? Some are quite candid and admit they have *"enough of a workload to keep them busy."* Others, along the same line, merely look at their jobs as "nine-to-five deals". But others want to hold on to the traditional role of the secretary—typing, filing, phones, etc.—while at the same time being given added responsibilities and authority. *"I'd like to be more involved in the department—part of the team you might say."*

Several secretaries have suggestions on how they could provide additional assistance as well as make their own jobs more challenging. These include: preliminary research and gathering material for reports; organizing and drafting reports from rough data; compiling statistical data; plotting graphs; editing reports; helping office visitors; keeping master meeting schedules up-to-date; preparing meeting agendas; taking notes at the meetings; arranging work and travel schedules.

"The relationship and rapport between a secretary and a boss is very important for the woman, but even more important for the boss," says Dan Knowles, director of Personnel.

The key to the smooth and efficient running of the office is often a matter of good communication between a secretary and her boss. If communications break down, the boss and secretary aren't the only ones affected; the entire department may be inefficient, and anyone who comes in contact with the office may feel the tension, according to Knowles.

The major strain on the boss-secretary rapport is that "some bosses have yet to discover what valuable assistants their secretaries can be", says Edith

(Continued on page 12)

Set annual open golf tourney for Sept. 11

If you're ready to play a championship golf course, make sure you save a day so that you can compete in the annual GAA kickers tourney, scheduled this year at the Hampton Country Club near Riverhead on Tuesday, September 11. The cost is $13 a person, which includes golf, buffet dinner with beer, trophies, and kickers prizes.

Individual trophies include those for low gross, low net, longest drive, and closest-to-pin. The awards will also include those for seniors, men over 50 years of age, and for women. Competition for low-net trophies will be based on the Callaway system. Your Callaway handicap will also be used for kickers prizes. To be eligible for the kickers awards, a golfer, after subtracting his handicap from his gross score, must show a *net* score between 70 and 80. The order of kickers prizes will be drawn following the competitions.

Mike Cherry of GAA, who is tourney director again this year, suggests that participants form their own foursomes when possible. Players unable to do that will be paired before tee-off time, which is scheduled to start at 10 a.m.

For complete information, contact Mike Cherry at Ext. 2133 or stop in at the GAA office in Plant 30.

Swing session. About 75 golfers were on hand for each of four golf clinic meetings conducted by Mike Cherry, a PGA teaching professional and member of the GAA staff at Plant 2 last month. Here, Cherry demonstrates to this segment of those attending the clinic some tips on grip and swing.

Old Timers spank Gnomes, Flight at Plant 1

"Old softball players never die, they just . . . " And just in case you're at a loss for words to complete that saying, try "keep on winning." That's the case in Plant 1, at least, where the Old Timers racked up two wins recently to run their record to 6-2-1. And who was the winning chucker in the 14-4 win over the Gnomes and the 11-3 verdict over Flight? Why Frank Jagiello, former figure-8 swifty when fastpitch was in its heyday two decades ago on Long Island. He is now serving them up a bit slower.

In those recent Plant 1 engagements, Art Frasca, Joe DeSanto, Ken Smith, Harold Fowler, and John O'Hanley led the Old Timers at the plate, with O'Hanley swatting a homerun in the bargain. And does this spree indicate another good year for vintage ball players?

Proving that they are aptly named, the Leftovers continued their unwinning ways in the Monday after-hours loop by dropping their seventh straight game in the league—although they deserved a better fate. The Leftovers racked up 24 hits with Bob Cea, Art Bierlein, and Bob Koegel all going 4 for 5, but heavy hitting by Dick Coyer, Joe Hyde, Bart Collins, Russ Lakusta, and Hal Roth sparked a 25-hit barrage by the Prowlers in their 21-20 victory. Hyde and Rob Ogilvie hit homers. The Prowlers racked up an 11-6 win over the Topcats in their next outing with twirler Morris Benny also taking hitting honors with three safeties.

Their come-uppance

Not content with a modicum of success in the Monday loop, the Prowlers stayed over to play in the Wednesday league as well . . . and got bombed. And Rob Ogilvie must have sensed the disaster. In the Wednesday loop he played with the Shadows, punched out four hits, and sparked an 18-7 triumph over his Monday-night mates. Ed Gabriel contributed four hits too, including a homer, as the Shadows ran their unbeaten string to five in the circuit. Earlier, Joe Vosefski had the kind of game every pitcher dreams about—he socked five hits, and with help from Mike Gabriel, Charlie Dietz, and Roger Carpenter, the Shadows dropped the Hellcats, 21-9.

Also on Wednesday, the Jets edged the Hellcats, 15-4, as Bill Sheridan and Bob Kirby collected three hits apiece.

After scoring five runs in the top of the first inning, the Condors looked like sure winners in the quarter-finals of the Tuesday after-hours league. That was before the Woodpeckers chased home 12 runs on 11 hits in the bottom of the inning. And it didn't end there, either. By the time it was over, the Woodpeckers added 14 more safeties to close out a 23-8 victory. And who do you think was one of the big hitters. If you guessed Bob Ogilvie, you won a free season pass to all GAA softball games. Pitching was Joe Vosefski, who plays in a couple of leagues himself. The defeat knocked the Condors out of the layoff picture.

Earlier, Ed Gabriel's four hits, including a round tripper, paced Simulation's 13-2 win over the Condors; Jim Schwab and Joe DeSanto led a 15-12 win for the Mohawks over the Jets; Charlie Savatteri's homer highlighted the Condors' 12-3 triumph of the Druids.

In other Tuesday evening encounters, Mike Ottone and Art Frasca at the keystone combination—and does any announcer ever use that cliche anymore? — helped produce three double plays to aid Simulation's 10-7 win over the Druids; Lou Pizzo's homer helped the Campbell Kids to 10-4 victory over Simulation, and the Kids followed that up with 18-13, 19-8, and 17-11 wins over the Mets, Supporters, and Hellcats to gain the last spot in the Tuesday playoff schedule.

And one final softball note. The Leakers whacked the Uniques, 23-4. The game didn't prove much except that the Uniques aren't really unique.

They keep on rollin'

There are a lot of people in the L.I. Industrial golf league who are rooting for the Grumman contingent to kick their habit—and wouldn't you, too, if you were always looking at the Grumman team from a trailing spot in the league. The Grumman varsity golfers captured their 10th straight team crown in the Industrial loop recently when it downed LILCO 5-3 to follow up an earlier victory over Republic, 8-0. The wins capped a perfect 9-0 record for the golfers in 1973. Tony Cisco's one-over par 49 for 12 holes played on the Bethpage Black course highlighted the final victory over LILCO.

Aces in the hole

Although the Wide World of Sports TV cameras were busy at the Westchester Classic, there were at least three witnesses to a hole-in-one dropped by John Podkanowicz of Plant 27 at Brentwood Country Club a couple of weeks ago. John used an 8-iron to drop his ace on the 143-yard fifth hole to the cry of "free beer" from Wally Langdon, John Arcara, and Joe Abatiello during play in the Plant 27 golf league.

And Cliff Wright turned the same trick at Half Hollow Hills Country Club when he holed out with a pitching wedge on the 115-yard third hole during a round of the GDS golf league.

Calling for players

There is a need for players in the Grumman Black bowling league and the handicap billiards league which are getting ready to resume action this fall. If you have a four-man team, or if you want to join an existing team in the Black league, call secretary Ernie Neves, Ext. 86297, League play is Wednesday, 7 p.m., at Mid Island Bowl in Hicksville.

The handicap pocket billiards league will hold its first meeting to form teams on Tuesday, August 28, in the Plant 28 lobby starting at 4:30 p.m. If you can't make the meeting but are interested in participating, call George Massey, Ext. 84218.

Boehm on target

Phil Boehm traveled to Camp Perry, Ohio, earlier this month to compete in the National Rifle and Pistol Championships, and came away with a first-place award for .45 caliber timed fire, police sharpshooter.

And still champions. Jets captured third straight GAA open slow-pitch tourney recently by sweeping three opponents, and the win entitled them to retire permanently the open trophy. Gathered for their coronation are (L to R standing) Ben Sgro, Bill Sheridan, Tom McKeefeery, Joe Bianco, Bill Masone, Chuck Hess, Greg Ryan, (kneeling) Mickey Rowles, Jerry Rainford, Dom Pagnozzi, Brian Schen, John Korothy, John Neville. Not present are Cleveland Jones, Dennis Marrone, Joe Stalzer, Tom O'Connor, Ralph Classen, and Bob Kirby. (Photo by Fred Annette)

GAA planning flight to Florida during year-end holiday break

The Grumman Athletic Association has scheduled a round-trip flight to Orlando, Fla., on Eastern Airlines, departing Wednesday, December 26, and returning Sunday, December 30. The trip includes five days and four nights, with accommodations at the Court of Flags, Orlando.

The price per person (double occupancy): head of family, $208; spouse, $202; children under 12 (sharing room with parents) $120; children over 12 but under 17 (sharing with parents), $165. The package includes round-trip flight; transfers (Orlando/hotel, hotel/Orlando); hotel room; and tips for airport, bellman, in-and-out of hotel, chambermaid.

Orlando is about 15 minutes by car from Disney World and approximately one hour from Kennedy Space Center, according to GAA director Bob Benn, but travel and entry fees to those points, or such other tourist attractions as Cypress Gardens and Busch Gardens are not included in the flight package.

Grumman employees and their families, and Grumman retirees are eligible for the trip.

Sign-up time for the trip is scheduled for Wednesday, September 12, at the Plant 28 waiting room, starting at 5:30 p.m. Names will be drawn to determine order of sign-up, personnel must be present, and full payment is required at time of registration.

Notes on associated subjects . . .

Next month the L.I. Soccer League begins its regular season play, and to prepare for that rugged schedule, the Grumman soccer team is inviting all interested newcomers to join in preseason practices now taking place at the Plant 3 field every Wednesday at 4:45 p.m.

The Grumman team is entering its 24th season, but to be truly representative in the L.I. league it must have more players — both to choose from and to form a ready reserve. If you're interested, call Scotty Mayors on Ext. 84444 or Otto Stanaitis, Ext. 1381.

Tips on kegling

If you're a beginning bowler, or if you're a beginning league secretary, perhaps a two-day clinic being offered by Herb Mahoney of GAA could ease opening night jitters. Among the items to be covered are: bowling etiquette, score keeping, how to handicap and why, recording your own average, computing and filling out bowling league record sheets.

Interested? Call Herb on Ext. 2269 or 2133 to sign up for the course, scheduled for Tuesday, August 28, and Thursday, August 30, in the Plant 28 auditorium.

First victory

The Grumman Table Tennis team completed its first successful intercompany match by stopping the Wool Bureau's five players in a series of matches by the score of 16-0.

Lunch-time players who want to improve their game and have more time for practice are welcome to join the regular club members every Thursday, from 5 p.m. to about 10, at Plant 24.

Modified TC-4C Accepted By Navy Ahead of Schedule

The first of three TC-4C aircraft—the converted Gulfstream I planes used as A-6A trainers — has been modified to the A-6E configuration and accepted by the Navy on August 7, 14 days ahead of schedule, says Bill Trillo, A-6 program director.

Nine TC-4C aircraft of the A-6A configuration were originally being used by the Navy and Marines. Three planes are stationed with VA-42, the Recovery Air Group (RAG) squadron located at Oceana, Va., which provides all East Coast Navy training in A-6A aircraft; three are with VA-128, the RAG for the West Coast, stationed at Whidbey Island Naval Air Station in the state of Washington; and three are with VMAT 202, the Marine training squadron stationed at Cherry Point, N. C.

New avionics system

"The modified TC-4C has the new, modernized A-6E avionic system installed for training Navy and Marine personnel in the operational performance of the A-6E Intruder," says Hal Pabst, TC-4C manager. "Grumman has been awarded a contract to modify three of the nine existing TC-4Cs with the new A-6E equipment, one each for Oceana, Whidbey and Cherry Point. This first aircraft will be delivered to VA-42 at Oceana."

Origin of TC-4C

The origin of the TC-4C dates from 1966 when Grumman received a contract from the Navy for the modification of nine Gulfsteam I planes to be used as avionic training platforms for the A-6A and bombadier/navigators (B/N) pilots. Each of these planes contained a simulated A-6A cockpit plus B/N repeater stations. In 1969, the last A-6A was delivered and since 1970, A-6E aircraft with new avionic equipment have been delivered at the rate of 12 per year.

At the end of July of this year, 31 new A-6E production aircraft had been delivered. In addition, Grumman is also under contract to modify 72 operational A-6A aircraft with the new A-6E weapons system. According to Pete Remington, A-6 deputy director, a total of 192 A-6As will be updated by 1977.

Three miles of wiring

Each modified TC-4C contains over three miles of new wiring. It is outfitted with an A-6E cockpit, one operating radar repeater station and provisions for a second repeater station. The primary electronic hardware includes the A-6E APQ-148 radar system, ASQ-133 computer, armament control unit, air data computer and the A/D converter. In addition, five electrical interface boxes have been designed and fabricated for integrating the new system.

A breathless moment occurred when all the boxes were tied into the new wiring and the switch was thrown for the "smoke" test. According to TC-4C systems engineer "Dutch" Stolz, there weren't any hang-ups and "the systems integration was one of the best I've seen."

The modifications of the three TC-4Cs are being accomplished at Plant 4 in Bethpage. The first Navy flight of the first modified trainer was made on August 9th with Lcdr. Wayne Robinson, the A-6/EA-6 NAVPRO, in the A-6E cockpit.

Second modification

The second aircraft modification is currently under way and the plane is scheduled for its first flight in mid-November with final acceptance by the Navy targeted for the end of this year. The second aircraft will be assigned to Whidbey and the third modified TC-4C is scheduled for delivery to Cherry Point by the end of May, 1974.

Wanted

MOTOR: 40 hp Johnson/Evinrude, any cond., '59. LT 9-6588.

WATERSKI PARTNERS: to form club in Huntington. 421-9336.

ENG. PARTS: Weber carbs/mainfold for '69 Midget/Sprite, chr. or late model disc wheels for midget/sprite, Honda, 305 cc super hawk eng., PY 8-4258.

SAILBOAT: Small, 581-4253.

MISC.: Girls bike, 26 in. Julia, Ext. 86824.

BIKE: Girls, 24 to 26 in., reason., for newsboy, HA 7-8453.

HOUSE: Small in New Hyde Park, prins. only 3 or 2 bedrms., 352-2968.

MANUAL: '65 Plymouth Belvedere shop manual, MO 9-7714.

TRAINS: Old electr., Lionel, Ives, or Amer. Flyer, small of lg. sets, JU 4-6771.

HOUSE: In Nassau County only, $30s. 221-0532 after 4:30 p.m.

HOUSE: Levittown, small cape or ranch, high $20s. 694-3960.

HOUSE: No. Huntingtin, no brokers, ranch/cape, 3 bedrms., In No. Syosset. 741-2191.

CANOE CLUB MEMBERS: Nd. men/women, w/or w/o canoes, kayaks. Fred Knieps, Ext. 84434.

MISC.: World War II, unit hist. bks., inf., RO 4-1510 after 5 p.m.

AXLE JACK: Screw or Hydraulic, pass. car size. IV 9-1431 after 7 p.m.

ENG.: for '66 vw, model 1300. 979-8299.

DEHUMID.: 364-0083.

STA. WAGON: Ford, '71-'72, low mi., 212-TW 8-3023 after 6:30 p.m.

CAR: Subcompact, not earlier than 70 w/mod. mi., prefer Datsun 510 or 1200, Colt, etc., call after 6:30 p.m. 735-6709.

DRUM SET: Ludwig, Slingerland or Rogers w/ Zeldjian Cymbal. 586-4181.

MISC.: Airequipt slide, (35mm) magazines, new and/or used. 212-343-9616.

PLYMOUTH: Or Dodge, '62 to '67 eng., looking for a good body. HA 3-2611.

Ride Wanted

PORT JEFFERSON: To Bethpage, pref. early shift. 3:30 to 4 p.m. 928-4688.

NO. BELLMORE: to Plt. 5, 8 a.m. to 4:30 p.m. CA 1-2219.

Car Pool

FLUSHING: Main st., vic. of LIE to and from Plt. 2 or 5; 7:30 am to 4 pm 212-539-0634.

STONYBROOK: Strathmore area to Calverton, 8 to 4:30. 751-1256.

WEST ISLIP: To Plt. 30, 8 to 4:30 p.m. JU 6-8129.

BROOKLYN: Via Belt pkwy. to Plt. 30, 8 to 4:30. CL 6-0413.

For Rent

ROOM: East Meadow, lg., furn., prt. entr., bath., tv., refrig., nr. shp., 333-7849 after 4 p.m.

FURN. ROOM: Rt. 109 Farmingdale, walk to movies, village, $25/wk., CH 9-0631.

HOUSE: Pocono Mts., 2 bedrms., 3 lakes, three pools, tennis, baseball, LI 1-5177 after 6 p.m.

HOUSE: Rocky Point, full furn., from Sept. to June, $200/mo. 744-6932.

BUNGALOW: Ferndale, N. Y., 2 bedrm., sleeps 4, compl. furn. screen porch, utili. inc., priv. lake, nor pets, $100 per wk., PY 6-3887 after 6 p.m.

TENT TRAILER: Coleman hdtp., sleeps 5-6, all access., $10/day. 751-1256.

FURN. RM.: Nr. Grumman. 935-2466.

APARTMENT: 3 rms., priv. entr., Lake Ronkonkoma. JU 5-6020.

APARTMENT: Brentwood-Hauppage, 3 rms., bath, all util., nr. expressway. 273-3206.

HOUSE: Furn., Hampton Bays, Sept. thru June, 2 bedrms., din. lg. kitch, att. gar., $165/mo., 728-6440.

TOWNHOUSE: 2 Bedrms., Calverton, 1½ baths, firepl., 5 major appli., fully a/c, $275/mo., 862-9380.

STUDIO APT.: Furn./unfurn., w/util., priv. bath, entr., $150/month., 922-0964 after 5 p.m.

STUDIO: Farmingdale, basemt. studio, new compl. furn., all util., priv. entr., full bath, use of pool, $225, per mo. CH 9-3145.

Lost

RING: Gold intial ring, vic. of Plant 2 or Plant 5. 242-1647.

Swap

SWAP: New Shark sailboat "Kool" sail for canoe. 724-7052.

RINGMASTER: 42 in., u-reely, McCoy 19 profile solid wing 36, for "O" gauge Lionel or American Flyer or molds for lead figures. WE 1-3057.

Free

DOG: Retriever/Collie mix, white-gold, 9 mos., spayed, housebroken, all shots, good for children. SU 1-0495.

For Sale

BENCH LATHE: South Bend, 9 in. swing, 4 ft. bed, access., $300 firm. (212) 377-6537.

MISC.: Washer & dryer, $125; pool table, 4 ft. x 8 ft., 6 cue sticks & wall rack, $85, LI 1-0106.

BABY FURN.: Wood play pen, $10; car seat/bed, $10. JU 1-7780.

at your SERVICE

This is a free service to Grumman personnel for non-commercial advertisements, accepted on a first-come, first-served basis. Classified advertisements are carried in PLANE NEWS only on the basis that everyone replying to such advertising will receive fair and equal consideration regardless of their race, creed, color, or national origin.

Type or print ad on form available at Employees Service and Engineering counters, and send via interplant mail to PLANE NEWS, Plant 5, Bethpage. List home phone (with area code if outside Nassau or Suffolk). Limit: one ad per person per issue. No item under $10, no firearms or ammunition.

PROPERTY: Business, Shirley, 50 ft. x 200 ft., $3.900. 938-6140.

BOAT & TRAILER: 17 ft. Kent fbgls. runabout, spare tire, gas cans, 70 hp Mercury, needs work. Best offer. 751-5335.

CAPRI: '71, 2,000 auto trans., decor group, 32,000 miles; '67 Buick LeSabre, a/c, all power. AN 1-4365.

OUTBD. MOTOR: 40 hp Johnson, $625. LT 9-2292.

BICYCLE: Men's, Peugeot, 24 in., ten spd., Mafac center pull brakes, lock, air pump, ask. $85. 248-4486, after 6 p.m.

HOUSE: Ronkonkoma, 4 bdrm., expanded hi-ranch, 3 bath, den w/fireplace, built-in heated pool, fenced, appl., 2 car gar., xtras, $37,500. 585-4795.

BOAT: '67 Luhrs, sedan, 225 hp, f/w Chyrsler, s/s, d/f, bridge canvas, cover & frames, xtras, $6,000. 781-5638.

BOAT: '68 fbgls., 18 ft. w/cabin, 85 hp Evinrude, winter cover, $1,900. LI 1-5011.

HOUSE: Westbury, brick split, 3 bdrm., 2½ baths, mod. kit., 2 car gar, panld. den, hi-$40's. 333-5560.

BOAT: '73 14 ft. Starcraft, fbgls, 40 hp Mercury, trailer, Coast Guard equipped, $1,900. 661-8736.

WIG: Blonde, human hair, $25; wiglet, $10, includes heads and boxes. After 6 p.m. 822-4519.

CHEVELLE: Malibu, 307 eng. 72,000 mi., all power, bucket seats, center console, aut. trans., ask. $900. After 5 p.m. JU 1-0282.

BOAT: 13½ ft. sailboat, 5 hp Evinrude, trailer, 4 passengers, good trainer, $400. 751-0456.

HOUSE: Bay Park, E. Rockaway, all brick ranch, 1½ baths, eat-in-kit., utility room, close to beach, canal and golf course, $25,500. 665-7690.

BOAT: '72 Larson, 18 ft. fbgls., tri-hull, '72 Evinrude 85 hp., outbd., xtras. ask. $2900. After 5 p.m. 661-5022.

PUPPIES: Boxer, champ. sired, show quality, trained, fawn w/flashy markings, 8 wks. old OV 1-7381.

KITCHEN SET: Wrought iron, white w/formica table, 2 ext. leaves, ask. $125. 427-9542.

BOAT: 14 ft. alum., 7.5 hp motor, 1 yr. old Holsclaw trailer w/xtra wide tires, $500. 757-8535.

ELEC. EQUIP/TOOLS: Eico RC Bridge model 950, $10; PACO audio-rf signal tracer mod. Z-80, $10; Sears jigsaw model 315, $10; skil osc. sander, $10. 724-5460.

MISC.: Baby carriage, $15; elec. sterilizer, car bed, 3 wheeler bike, $24. 928-1043.

HOUSE: Lindenhurst Village, 3 bdrm, lvg. rm/firepl'ace, full bsmt., dble. gar., stucco ranch, 75 ft. x 100 ft., nr. all trans., schools, shopping, 15 min. to Grumman, $32,500. 226-4254.

WEDDING GOWN: Ivory, size 9-10, matching head piece inclu., $150 (never worn); two white-gold wedding bands, size 11 men's, size 6 women's, $70. After 3:30 p.m. 589-6691.

JAGUAR: '67 XKE 2+2 coupe, red, blk. interior, 4-spd., new disc brakes, wire wheels, radial tires, $2.500. 928-9692.

OLDS: '66 Dynamic 88, all power, a/c, $450. After 6 p.m. 621-0566.

BUICK: '65 Special, new tires, brks., shocks, cooling/exhaust, snows on rims, 757-2046.

CADILLAC: '67, Coupe de Ville, all xtras, $900. 475-6129 evgs.

AMP: Scott, 120 watts, scott fm tuner, 2 wharfdale speakers, akai (roberts) tape recorder pro model, 360 d. plus many xtras., $575. 694-1992.

HOUSE: Old Bethpage, ranch, on ¼ acre, treed, fenced, 3 bedrms., fin. basement., new dishwash., other appli., att. gar., 2.9 miles, st./sc., xtras, $48,500. 293-7710.

BOAT: Owens, 33 ft. sedan, fwc 125 hp Chrysler, 581-4213.

HONDA: '71 350cc, 6 in. ext. front., sissy bar, cust. seat, pull backs, all stock parts, $700. 744-6788.

POOL: 20x3½, Lomart filt., skimmer, vacuum, $50. BR 3-4151.

MISC.: Mobile hot dog truck, fully equip., 2 propane gas tanks, 6 bay hot water heater, large soda cooler, $1,800. 735-3241.

LAWNMOWER: Hahn Eclipse, self-prop. reel type, $45; Mini-Washing Machine, 2 lb. capacity, auto. timer, $20. 694-5622.

MISC.: Tropic Swimming pool heater, natural gas fired, $375; Black slate, 12x18, concrete shower base, 33x24x2, $15. 589-7783.

PUPPIES: Irish setter, akc, sire, $100. 929-4626.

ACCORDIAN: 120 bass blk/wht., mother of pear, w/case, $150. MO 9-0639.

BED: Full size, mattr., box spring., frame, head, $65. JU 5-8992.

MISC.: Wood stairs, for basemt., or sun deck, paint., weatherproofed, unassembl., $35; Kitch. cab., front, 3 dr. with formica top, cut-out for range, sink, $25. R. Townes, Ext. 337.

MALIBU: '65 Chevy, nds. tires, $125. 541-4513.

For Sale

DNG. RM. SET: Amer. traditional, mahogany. 5 chairs. table w/leaf, china closet, credenza, $350. (212) LA 7-2478.

MISC.: Broom closet, four shelves, $10; 2 wigs, box, stand, head form, $15; 35 mm film loader, 20 reusable cartridges, color film, $15. 289-1661.

SAILBOAT: Sunfish-type, by Glastron, 15 ft., 98 sq. ft.. $395. MA 3-9767.

CAMERAS: Nikon FTN, 50 mm Nikkor F 1.4, 28 mm, Accura F 2.8, $350; Pentax H3, 55 mm Takumar F 1.8, 135 mm Westanar F 3.5, Pentax clipon meter, $150. After 5 p.m. 433-5025.

JR. DNG. RM. SET: Chinese mod., gold trimmed, table w/2 ext. leaves, 4 chairs, buffet, $190. 421-5998.

VW: '69, 42,700 mi. SU 1-0635.

GTO: '67, cragers, tape deck, turbo-hydromatic trans., $1,000. 549-5065.

AIRPLANE: Cherokee 140, '67, $7,300. After 5 p.m. 676-5331.

MOTORCYCLE: '70 BSA, 650 cc, thunderbolt, 4,500 miles, 2 helmets, bates windshield, new batt., fac. shop manual, $950. IV 6-3285.

PORSCHE: '61 conv., $400. HA 1-4238.

For Sale

MISC.: Movie proj., Bell-Howell, 357z, super 8, w/zoom lens, $50. 212-AR 6-3330.

HOUSE: Bay Shore, custom, 2 bedrm., exp. cape, full basemt., att. gar., 100x200 fenced, scrubbed, MO 5-6134.

SAILBOAT: 14 ft. sloop, fbgl. hull, alum. mast, nylon sails, trailers, $785. AN 1-0427.

MISC.: Den furn., Rattan, 1 couch, 2 chrs., 2 end tbls., 1 coffee tbl. 2 match. lamps, $175; Baby furn., 1 biltrite carr., $25; 1 playpen; 1 crib; 2 boys bikes, best offer. 922-6517.

PUPPIES: Great Dane, blacks, harlequins, greys, w/papers, PY 8-3162.

HEATER: Gas space, Sears, 20,000 btu, lp or natural gas w/safety auto. pilot shut-off valve, sell for $25. 485-2048.

BINOCULARS: German made, 20x50, center focus, case, $25. 433-7829.

CHEVY: '68 z28 Camaro, 302 c.i., 4 spd., 4:11 posi-rear, 4 barr., holley carb., hi-rise manifold, cam, headers, hooker, r/h, mags, 2 new tires, 997-9873.

HOUSE: Greenport, 6 rms., 3 bedrms., s/s, water-view, walk to beaches, cl. porch, det. gar., w/w, 35 mi. Calverton, corner plot, 49x100, 477-2094.

PICK-UP: ½ ton chevy, with cap., 307 c.i. eng., a/c, turbohydro., L78-15 tires, heavy duty suspension, $1,800. SH 4-8152.

MERCEDES BENZ: '65 220S, luxury car, low on gas, dk. grn ext., cream leather, int., std. trans., ask. $1,400. Call 667-4283.

FISH TANK: 50 gal., s/s, $50. 248-2792.

HOUSE: Smithtown Branch colonial, fully carpet., 3 bedrm., 3 bath, form. din. rm., eat-in kitch., basement, 2 car gar.. patio w/awn., AN 5-3789.

IMPALA: '70 Impala, 4 dr., ht. 8 cyl., auto., r/h, p/b, p/s, a/c, tuned, $1,499. 472-3264.

OLDS: '68 a/c, p/s, a/t, 4 dr. h/t, am/fm, $1,200. AM 4-2894 after 5 p.m.

MISC.: Liv. rm., din. rm., bedrm., kitch., chinese rugs, lamps, patio, decorator items, HA 3-5273.

REFRIG.: Sears co'dspot, frostless, $75. 368-4090.

CHEVY: '55 rebuilt 238, 4 barr., 3 spd. hurst, am/fm, all gauges, new h/d shocks, 2 new tires, ask. $525. 234-8422 after 5 p.m.

HOUSE: Plainview, 3 bedrm., liv. rm., w/firepl., 2 baths, lg. din. rm., den, 1 dry. rm., new kitch., all appli., 2 car gar., many xtras, $58,000 evgs. 692-2738.

BOAT: 14 ft. Elgin, newly paint., ready for water, good for c'amming, $75. 744-2986.

HOUSE: Babylon, liv. rm. firepl., lg. din. rm., 1 bedrm., eat-in kitch., closed porch, full basmt., plaster walls, cyclone fence, oil heat, s/s, stove, refrig., wash., dryer, lndscpd., 75x122 plot., $30,-000. MO 9-3389.

HOUSE: 2 family, Huntington Village, 2 sp. entr., 2 bedrms. up, 1 bedrm. down/firepl., new bathrms., wooded prop., ask. $42,900. 266-1497.

TENT: Pup, sleeps 2, sleep. bag. inc. CH 9-9344.

MOTORCYCLE: '71 Triumph tiger, 650cc, 4,000 mi., gar., $1,100. 928-2855.

ORGAN: Moller Pipe, 4 ranks, w/chimes, $2,500. 669-4159.

CHRYSLER: '69 conv., a/c, p/s, p/b, radial tires, new h.d., battery, $1,450. HA 3-5744.

VW: '69 Squareback, blue, radio, new brks., new tires, new muff., $1,250. 732-9078.

FURY: '66, $150. PE 1-3123 after 4:00 p.m.

PIANO: Mahog. Spinet, $450. 661-6180.

HOUSE: Lake Hopatcong, N. J., 300 ft. from lake. AN 1-1364.

TRAILER: '72 fan, 21 ft., self-contain., $3,300. 433-9064.

SAILBOAT: dinghy, 12 ft., dyer dow, fbgl. hull, alum., mast, boom, dacron, sails, coars, ask. $550. 727-8961.

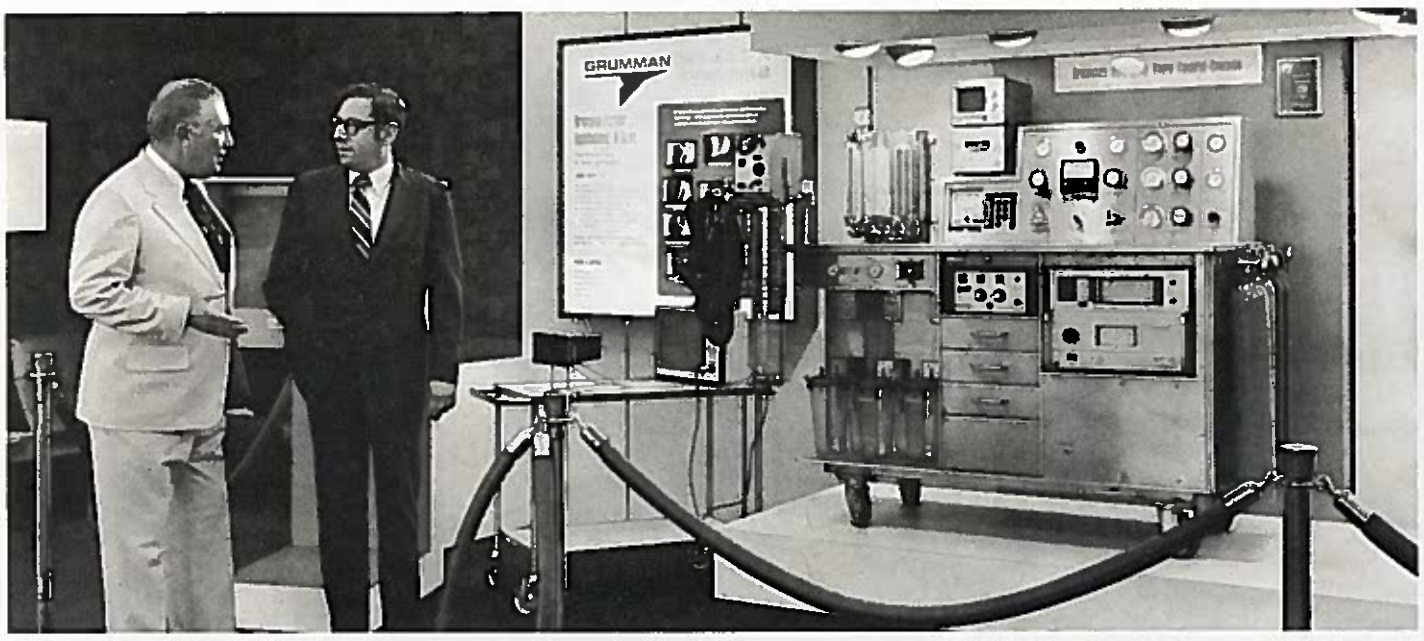
MISC.: Boat trail., 12 ft. to 14 ft., $75; 100 ft. anchorline w/anchor, $20; w. spars/hdware, sailts, for flying jr., $50. 751-1521.

BOAT: 8 ft. Tompspon, 65 hp Johnson '72, elec. strt., navy top., new full winter cover, elec. bilge, tach., compass, 2 gas tanks, new batt., $1,295. 472-2473.

PUPPIES: Siberian Huskies, akc., 4 female, 3 male, marked, $175. PY 8-4341.

TOYOTA: '71 Celica St. metallic blue, w/wh. vinyl top, wh. int., a/c, am-fm, radial steel belt., $2,100. 938-1240.

OLDS: '62 deluxe Starfire, 350 eng., 32,000 mi., 3 svd. auto. trans., orig. owner, r&h, new rubber, brks., muffl., 2 snow tires, tach., orig. paint. 842-9147 after 6 p.m.



Training Courses

Planning to attend one of the many courses being offered by Training and Development Department this fall? If you are, better make sure you obtain a copy of the four-page supplement being delivered with today's Plane News. It contains information on courses, registration, and pre-requisites.

The supplement is being delivered through Employee Services Offices with assistance from Document Processing, Plant 35, and Repro Services, Plant 1.

GHS Displays Products in Community

Exhibits in banks, at firemen's week

During the summer months, GHS put its varied product lines on display in a number of Long Island community facilities which, according to GHS director Charlie Kirbow, were set up at the request of the local organizations.

"We think more people should be better informed about the outstanding medical systems available for community use," said Cortland O. Burckhardt, vice president and manager of the Massapequa Park Bowery Savings Bank where one exhibit was shown. "We are delighted that the people from Grumman accepted our invitation to bring this exciting exhibit to Massapequa Park area residents."

The two-week Massapequa Park exhibit featured the Bronson-Turner Ophthalmic B-Scan which highlights eye examinations ultrasonically through the closed eye lid and the Operating Room Console which is used as a life support and monitoring system by surgeons and anesthesiologists in the operating room.

The Westbury Bowery Savings Bank followed with another two-week exhibit featuring the B-Scan and photos of the entire GHS product line. And at the Smith Haven Mall in Lake Grove, GHS participated in the Suffolk County Volunteer Firemen's Recognition Week—sponsored by the Suffolk County Department of Fire Safety—for the county's 109 volunteer fire departments. GHS's primary exhibit was the RescueMaster which was opened for the public to see demonstrations of the type of equipment rescue vehicles carry these days.

"The exhibits received enthusiastic responses," says Kirbow, "and we are looking forward to participation in similar community relations endeavors in the future."

OBITUARIES

Plane News has received word that death has come to the Grumman personnel listed below. We extend sincere sympathy to relatives and friends.

STANISLAW J. KIJ, of Electrical Installation, Plant 6, died July 26, at the age of 61. He had been with the Company since 1967 and lived at 309 Kurzon Rd., West Islip.

WILLIAM J. HOFFMAN, former director of Grumman Allied Industries, died on July 27. He had been with the Company since 1933, serving as vice-president of Grumman Aircraft from 1954-1963, consultant of Grumman Aerospace from 1964-1970, and a director of Grumman Allied from 1962 to his death at the age of 76.

VINCENT CAMPASANO of Electrical Fabrication, Plant 1, died August 9 at the age of 56. He had been with the Company for six years and lived at 1234 Eleventh St., West Babylon.

MYLES S. COSGROVE of Standards, Plant 1, died August 10 at the age of 51. He lived at 230 Trumpet Lane, Holbrook, and had been with the Company since 1955.

GEORGE E. LOVING of Small Parts Fabrication, Plant 3, died at the age of 59 on August 10. He had been with the Company for eight years, and lived at 20 West 115th Street, New York City.

plane GRUMMAN news

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Education with Industry. Three U.S. Air Force captains recently completed a 10-month Air Force Education with Industry program in which they studied the Company's organization and methods of operation. Grumman Aerospace President and Chairman of the Board Joe Gavin presented diplomas to the three Air Force captains, (l-r) Robert Skipp, Joseph P. Scarpignato, and John M. Speers. Also attending the presentation were Capt. Robert Belter, Naval Plant Representative, and Kenneth R. Rodgers, EWI program coordinator.

The Grumman Secretary

(Continued from page 7)

Thumer, head of secretarial services in Technical Operations.

As one woman puts it, *"Some people still don't recognize secretaries as being anything more than people who answer phones and get coffee."* Many secretaries today want to be part of the office team but feel that their bosses are not utilizing their present and potential talents to the fullest. *"Part of the blame rests with the secretaries themselves for not showing their bosses what they can contribute to the office work."*

One executive secretary points out, *"The ideal relationship between the boss and secretary is one of mutual respect and daily communication. Both should clarify the woman's duties. A man may have a secretary for years and both may have different ideas of what she should do."*

Several secretaries offered some suggestions for a happier secretary-boss rapport:

- *"Show a little confidence in us—let us make some decisions. We do know answers to routine matters. We will save you time and will feel more involved."*
- *"Try to keep us busy. Many claim the worst part of the job is no work. Contrary to popular belief, a secretary does not enjoy sitting around idle. The day goes by faster and we have the satisfaction of accomplishing something."*
- *"And don't forget to praise us, everyone needs praise. Too often the secretary hears about what she has done wrong—never what she has done right. I appreciate a little well-done every once in a while in recognition of some task I have completed."*

Another secretary says this occasional recognition of a job well done makes her feel that she is "a part of the office team."

How about it bosses: Have you taken a *close* look at your secretary lately?

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service milestones

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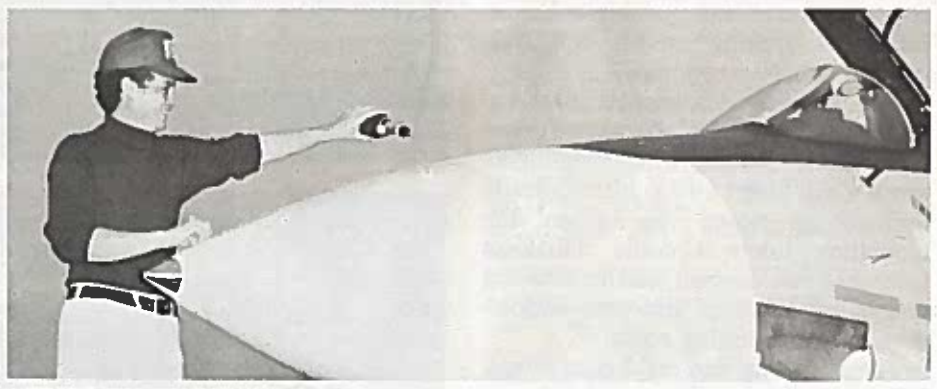

Tomcat arrival. The delivery of the first F-14 Tomcat to VF-1 Squadron at Miramar in June was an occasion for celebration. Squadron skipper Cdr. Sam Leeds (top) welcomed the Tomcat with champagne, assisted (below) by, left to right: Lcdr. "Moon" Mullins, NFO; Leeds; Lt. Dan Pentecost, pilot; and Cdr. John Thaubald, VF-1 executive officer.